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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

10/07



*Enhancing Our Members' Ability to Succeed
in Their Rural & Agriculturally Related Professions!*

DATES TO REMEMBER!

2007

Nov. 1-2 - Chapter Board Meeting - – Rapid City
Nov. 2 - Member Lunch With Board of Directors- Rapid City
Nov. 16 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Roll'N Pin Restaurant

2008

January 23-25 – Winter Education & Joint Meeting W/PAASD – Mitchell
February 17-23 - ASFMRA Meeting in San Diego, CA

July 18-25, 2009 – International Farm Management Conference in
Bloomington, Illinois co-hosted by national ASFMRA and Illinois ASFMRA
ASFMRA National Annual Meeting Held In Conjunction

PRESIDENT'S MESSAGE - We had a great class at Sheridan. It was nice to see appraisers from the surrounding states joining the offering. We had a good instructor that was able to get good participation from the students. A tip of the hat to Lyle Spence, for his work in arranging the class, setting the course, and bringing on the instructor. He was instrumental in getting it all put together.

News about Tipp Hamilton, he is taking radiation treatments for a type of lymphoid cancer. It was discovered early, stage 2. He is positive about the treatments and is delighted with the Cancer center in Rapid City. Our best wishes and prayers are with him and for a speedy recovery.

Brian Gatzke should be acknowledged for his work in getting the raffle handled to a successful conclusion. We all know how much extra time projects like this take. Our chapter appreciates his time and efforts.

The executive council has proposed that the districts have conference calls to provide an opportunity for the chapters to exchange ideas and / or needs that the national level may answer or be able to provide assistance with. The first call is in October. Should the membership need assistance or have ideas that will further prompt the society, give one of your officers a call.

January class is in the process of being formulated. Any suggestions for topics that would make a good continuing education subject, forward to the board or Ordean Eddy. The offering will be in Mitchell January 23, 24, 25 with Thursday being the USPAP update course to get in line with the new version and time lines when USPAP will be updated.

How many would be interested in an Ethics class, it should be taken every 9 years?

UPCOMING CHAPTER BOARD MEETING AND MEMBER LUNCH

The South Dakota Chapter Board of Directors will be meeting in Rapid City on November 1st and 2nd. The meeting will be at the Rushmore Plaza Holiday Inn. The meeting will run from 12:00 noon on Thursday to 6:00 PM and then 8:00 AM on Friday to 11:30 am.

At the end of the meeting on Wednesday all members are invited to the Rushmore Plaza Holiday Inn, Downtown, for lunch. The chapter will be buying lunch for the membership. This will be the same as last year, where we will order off the Express Menu. The meeting room will be posted as ASFMRA.

So please join us for lunch on November 2nd. If possible, let Ron Rucker (ruckerr@fcsamerica.com or 800-658-3631) know if you will be able to attend. Please be at the room by 11:30 – 12:00. Thanks and we hope to see you there!

CHAPTER HAS PRESENCE AT SDSU CAREER DAYS

SDSU Relationships Committee members were in attendance at the SDSU AG-Bio Career Days in Brookings on October 17th.

Committee goals for this event:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter.
- Increase student awareness and interest in the Chapter's Acorn Scholarship.



The ASFMRA office in Denver provided the committee a booth for the event and brochures promoting the professions and organizations.

Jim Dunlap and Tom Jass represented the chapter at the afternoon session. Paul Reisch and Paul Sickler were in attendance at the evening session.



These members visited with students and provided additional information on how students could learn more about the scholarship and apply for the scholarship online at www.asfmra-sd.com. Take a look at what Jim Hollenbeck developed for this process!

Those in attendance felt we accomplished the committee goals. In addition, we made good contacts with SDSU personnel regarding our scholarship process and the potential for future property economics curriculum.

JOINT SOUTH DAKOTA / WYOMING EDUCATION CONFERENCE IN SHERIDAN

The conference was held September 27-28 in Sheridan, WY at the Holiday Inn.

LeeAnn Moss did an outstanding job as the instructor.

LeeAnn and her husband have businesses in Springfield, Illinois. The company is Novalis, Inc. The services offered are auction marketing, real estate sales, business strategy, and business/asset valuation across the Midwest

Advanced Sales Confirmation and Analysis (SALESCON) was held on the first day. This course was well attended with 38 appraisers.



The class was made up of individuals from Wyoming, South Dakota, Colorado, Montana, and New Mexico. The class provided lecture over the skills in sales confirmation.



The class was then involved in activities that assisted in learning some techniques for sales confirmation. Role play was used to understand more obstacles in the process of verifying the sales. The class was a course offered through the American Society.

A barbeque was held outside at a picnic area at the Holiday Inn. Ribs and chicken with all trimmings were available for our pleasure. An evening of food, beverage, and conversation brought an end to the first day.

The ASFMRA Ethics Course was held on the second day. The Ethics course was attended by 17 appraisers and farm managers.

The course provided examples of conflicts that the appraiser and farm manager can be placed in and the correct courses of action to handle the difficult situations.



This conference was the first for a new working arrangement with Wyoming to have a joint education conference (late September / early October time frame) every other year. The Wyoming chapter did the pre-planning and provided the class with a good place for a learning environment.

The two chapters will split net income based upon member attendance ratio.

In 2009, South Dakota will host the conference in western South Dakota.

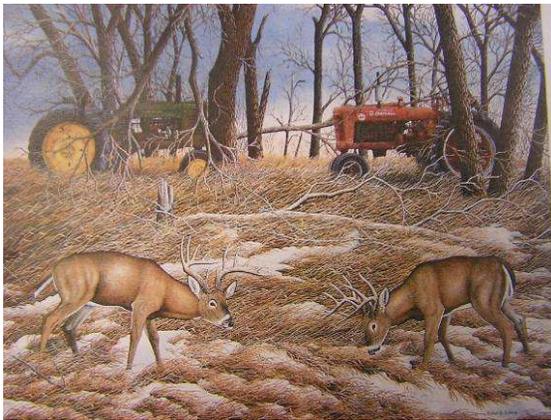
RAFFLE RAISES \$1,363 FOR CHAPTER’S SDSU SCHOLARSHIP

At the Atlanta national meeting last February, our members were provided with dollars to purchase items from the education foundation to bring home and raffle to raise funds for SDSU scholarship as a memorial for Jerry Kjerstad. Those items were a wood duck and disc carving.

Since spring, chapter members have been purchasing and selling raffle tickets.

The SDSU Scholarship fundraiser raffle culminated at the South Dakota / Wyoming educational seminar in Sheridan with additional sales and the drawing of winners on Thursday night September 20th.

Winners of the raffle were Ryon Rypkema, (wood duck) and Greg Krebsbach (disc carving), It appears Ryon and Greg traded what they won and they both look happy about the transaction!



Also part of the raffle was Robert Hinton “The Challengers” print donated by SDSU Scholarship Fundraising Chair Brian Gatzke. Ordean Eddy was the winner of the print.

The raffle generated \$1,363 for the SDSU Scholarship fund. This raises the total Acorn Scholarship Fund to over \$15,700.

The chapter extends a very special thanks to Brian Gatzke for his leadership of this project. We also thank all members who sold / purchased Raffle tickets for the SDSU Scholarship raffle.

Allan Husby	Boyd Waara	Brian Gatzke
Craig Sommers	Gary Carstensen	Hall-Widdoss & Co Inc. (John and Veronica)
Hulm Appraisals (Jerry)	James Dunlap	James Wheeler
Joe Lutter	John Cole	Jorge Vicuna
Kent Rasmussen	Lee Gatzke	Mac Haskell
Mid State Appraisal (Terry Leibel)	Michael Braun	Norm Edwards
Ordean Eddy	Paul Reisch	Perry Beguin
Ron Ensz	Ron Rucker	Ryon Rypkema
Russell Wyatt	Terry Hobson	Thomas Jass
Wade Buck	Weishaar Appraisals (Shawn)	

SDSU RELATIONSHIPS HIGHLIGHT EAST RIVER BREAKFAST MEETING

Attending chapter members (Jim Dunlap, Scott Heimes, Jim Hollenbeck, Allan Husby, John McMahon, Tom Jass, Joe Lutter, Paul Reisch, Paul Sickler, and Jorge Vicuna) had the opportunity to visit with the chapter's SDSU Scholarship winner Emily Hansen.

Emily shared some of her background and future plans with the group. She indicated that while she found the rural appraisal class last spring a lot of work for three credits, she ended up using some of what she had learned during her Ag Star internship this past summer in Worthington.



Emily has joined the chapter as a student member and will be working with the SDSU Relationships Committee in exploring new avenues for chapter, profession, and scholarship promotion.

SDSU Relationships Committee members reviewed steps needing completion to be ready for participation in the October 17 SDSU Career Days and shared some of those plans with the other members. Other lively discussion occurred about land sale activity / values and the impact of "green issues" on our personal and professional lives.

PONDERINGS...

Every teenager should get a high school education, even if they already know everything.

I read recipes the same way I read science fiction. I get to the end and think, 'Well, that's not going to happen.'

Health nuts are going to feel stupid someday, lying in hospitals dying of nothing.

You know when you're sitting on a chair and you lean back so you're just on two legs then you lean too far and you almost fall over but at the last second you catch yourself? I feel like that all the time.

According to a recent survey, men say the first thing they notice about a woman is their eyes. And women say the first thing they notice about men is they're a bunch of liars.

GREAT EXPERIENCE AT LEADERSHIP INSTITUTE

**American Society of Farm Managers and Rural Appraisers Leadership Institute
September 17-19, 2007 Washington D.C. by Geoff Oliver, ARA**

Let me begin by saying that the Leadership Institute was one of the most fascinating experiences in my professional career. After receiving the three day agenda, I saw phrases such as 'Appraisal Subcommittee Meeting', 'USDA Forest Service Chief Appraiser meeting', 'House Ways & Means Committee Meeting', 'White House briefing', 'Congressional Breakfasts', 'Hill Visits' with Senators and Representatives and I was immediately overwhelmed at what I was facing.

Continued

LEADERSHIP INSTITUTE CONTINUED

To add fuel to the fire, Art Clapp contacted me and asked if I would be a speaker in his place when meeting the Chief Appraiser for the Forest Service in the morning of the first day. But, like I've always said, life is simply a series of new experiences. And the next three days were certainly new experiences.

The first morning, the appraisers met at the USDA building and had a briefing with Ted Freeman, the Forest Service Chief Appraiser, who offered some insight and history of the Forest Service and appraisal issues within the agency. Afterward, I gave my presentation on the state of appraisal services in the Department of Interior and an overview of how to contract appraisal services with the Federal Government.

The appraisers were then off to meet with the Appraisal Foundation where we met with Marc Weinberg, General Council, Appraisal Subcommittee, and David Bunton, President of The Appraisal Foundation.

They explained the new changes to USPAP and how the new state certification test will be formatted. For those not yet state certified, it was explained that the exam will be similar to the ARA exam, where the candidates will have five hours to answer 165 questions which will be in 'case study' format.



Also, the exam in 2008 will be based on the new requirements of 300 hours of education, but those with the current 2007 requirements of 180 hours of education will be able to sit for the exam in 2008. This indicates that even though the candidate meets the current education requirements to take the test, their education may not be sufficient to pass.

The day continued with organized visits to Capitol Hill where the Farm Bill seemed to be the main topic of conversation with aids to representatives. The Farm Bill would again and again be brought up throughout the week and we were all urged to discuss this with all of the officials we met with.

A meeting and dinner wrapped up the day with a presentation from Macon Edwards, a lobbyist in Washington D.C., who has represented the ASFMRA on Capitol Hill regarding a various number of political appraisal issues. Mr. Edwards and his staff were responsible for setting up many, if not all, of the meetings with senior Government Officials throughout the Leadership Institute.

Tuesday began with a breakfast meeting at the Monocle Restaurant where Congressman Charlie Melancon (D-LA) again discussed the importance of the Farm Bill, along with a number of other agricultural Issues.

As the morning continued, a host of lobbyists from many sides of agriculture spoke and Sue Kirchoff, a senior financial reporter from USA Today, gave her speculation on the outcome of the Farm Bill. The main consensus of all the speakers indicated that the Farm Bill would eventually pass, but not as soon as many had hoped.

Continued

LEADERSHIP INSTITUTE CONTINUED

After the lunch meeting, all Leadership Institute (LI) participants headed for ‘The Hill’ to meet with Senators and Representatives from their home states. The information provided to participants in the weeks before the LI walked us through the process of scheduling these meetings, and I had a meeting with Representative Stephanie Herseth Sandlin in the afternoon.



Not knowing the details of how these meetings went, I waited for my meeting and was whisked into her office and quickly discussed topics such as undivided interest/fractionated ownership in Indian Country, bio-fuels, and grazing issues. About 10 minutes passed and I heard an alarm behind me.

Apparently, the staff sets an alarm on the large government issued clock – complete with flashing lights – that goes off for the next meeting. Needless to say, I was able to get a quick picture with her and off she went.

That afternoon we were scheduled to go to the Eisenhower Executive Office Building – the building next to the White House where most of the White House staff work – to meet with Special Assistants to the President on Political Affairs and Agriculture.

We also met with John Meyers who is the special assistant to the President and Deputy Director of Advance. His job involved preceding the President to various locations throughout the world and preparing for his arrival. He told a story of the recent secret trip to Iraq where he had to go under cover within the CIA and act like an undercover CIA agent. So he was under cover to be under cover... within the CIA! The meeting was one of the more fascinating of the trip.

The following morning, the appraisers and farm managers met with Larry Schafer from the National Biodiesel Board and discussed the future of ethanol, cellulosic ethanol, and biodiesel. At this point in the Leadership Institute, the attendees had been bombarded with a plethora of information – at least I had – and the details of this presentation are a bit sketchy. But in the simplest terms: Ethanol = good. There were just so many charts, statistics, & acronyms that if I tried to give details, I’d just screw it up.

Later that morning, Congressman Devin Nunes (R-CA) spoke and was the most candid politician I had heard to date. He actually gave his opinions about the Farm Bill and its chances of passage, among other things. But like all politicians, his time was limited and the discussion had to be cut short.

Later, I had scheduled a meeting with Senator John Thune (R-SD) and like the meeting with Stephanie Herseth Sandlin, I had to rush through a number of topics before Senator Thune’s next meeting. But, I was able to get a quick picture, then I was off to my next meeting.

On the afternoon of September 19 – the last day of the Leadership Institute – the entire group met in the House Agricultural Committee Room in the Longworth Building with Agriculture Chairman Colin Peterson (D-MN).



Continued

LEADERSHIP INSTITUTE CONTINUED

Chairman Peterson discussed a variety of issues, but the importance of the Farm Bill once again was brought up and we were all encouraged to show our support to our senators and representatives for its passage.



He also fielded questions from the group and we got a picture in the Committee Room with the Chairman.

With the meeting with Chairman Peterson being our last meeting of the Leadership Institute, we shook hands with all the new friends and contacts which were made within the

prior days and each went our separate direction. It really was an action-packed three days.

The following is a list of the officials who spoke, gave a presentation, or were met on Capitol Hill:

- Senator John R. Thune, (R-SD)
- Representative Stephanie Herseth Sandlin (D-SD At Large)
- Representative Collin Peterson, (D-MN), Chairman of House Committee on Agriculture
- Todd Harper, Legislative Asst. for Rep Paul Kanjorski (D-PA), Financial Services
- Susan Keith, Professional Staff, Senate Agriculture Committee
- Martha Scott Poindexter, Minority Staff Director, Senate Agriculture Committee
- Macon Edwards, Lobbyist for ASFMRA
- Sue Kirchoff, Financial Reporter, USA Today
- Daren Coppock, National Association of Wheat Growers
- Representative Charlie Melancon (D-LA)
- Mary Kay Thatcher, American Farm Bureau Federation
- Robert Guenther, United Fresh Fruit and Vegetables Association
- Dale Thorenson, American Soybean Association
- Jay Truitt, National Cattlemen's Beef Association
- Hunter Moorehead, Special Assistant to the President on Agriculture
- Marc Weinberg, General Council, Appraisal Subcommittee
- David Bunton, President of The Appraisal Foundation
- Ted Freeman, USDA Forest Service Chief Appraiser
- Scott Jennings, Special Assistant to the President and Deputy Director of Political Affairs
- Hunter Moorehead, Special Assistant to the President on Agriculture
- John Meyers, Special Assistant to the President and Deputy Director of Advance
- Larry Schafer, National Biodiesel Board
- Representative Devin Nunes (R-CA)

I was a bit intimidated going into the Leadership Institute, but once there, it was a chance of a lifetime. I recommend this experience to everyone involved with the ASFMRA. It's well worth it.

Geoff Oliver, ARA